

Considering a career in real estate?

A career in real estate can be both exciting and rewarding. For a highly motivated and energetic individual, the earnings potential can be tremendous. In Kenneth W. Edwards' book, "Your Successful Real Estate Career," the author lists traits and skills needed to succeed in the real estate industry. Some of them include being a self-starter, hard worker, problem solver, good listener, stable but flexible, knowing your product and believing in the value of it, and having perseverance. If these qualities describe you, then read on to find out how to begin your career.

In New York State real estate professionals are licensed, to assure a high level of standards in the industry and to provide the optimum consumer protection.

To begin the process of becoming a licensed **Real Estate Salesperson** in New York State, you must complete a 45-hour Salesperson's Qualifying Course, offered by local boards of REALTORS® and proprietary schools throughout the state, and then pass an exam. The qualifying course is available in a classroom format only. This course acquaints you with real estate laws, regulations, and procedures and would help you determine if a real estate career is for you.

Once you successfully complete the qualifying course, you select a state examination site and date. There is an exam fee of \$15 to be paid at your chosen site. Upon receiving an exam pass slip from the Department of State, you would submit an application to the NYS Department of State, Division of Licensing Services, with a non-refundable fee of \$50, your exam pass slip and proof of successful course completion. Applicants must be 18 years of age, should not be more than 4 months in arrears in child support payments, and must provide information on any crimes for which they have been convicted. A sponsoring broker must be named in the application. Those who are either a member of the partnership, or are an officer or own voting stock in the corporation that is the sponsoring broker are ineligible to apply.

NYS has a reciprocal agreement with Arkansas (broker only), Connecticut, Delaware, Massachusetts (broker only), Nebraska, Oklahoma and West Virginia. Real Estate Brokers licensed in those states would submit a completed application with fee, a certification from the state agency where the license is current, and a completed certificate of irrevocable consent.

License renewal fees are the same as original issue fees.

For further information, course providers and exam schedules nearest you, please contact the NYS Department of State by phone at 518-474-4429, by fax at 518-473-6648, or via email at lnetlcn@dos.state.ny.us, or visit their website, www.dos.state.ny.us. To find the phone numbers of the Department of State Office in your vicinity, visit www.dos.state.ny.us/lcn/faxphs.html.